



Service/Product Provider

Wheatstone Energy

1975 The Exchange Ste. 320, Atlanta, GA 30339

Business: Lighting/Electrical/HVAC

James B. Dore, Director, Sales and Marketing

Phone: 770-916-7107 / Fax: 770-916-7108

Email: Jim.Dore@wheatstoneenergy.com

Industrial Partner

Frito-Lay

7701 Legacy Drive, Plano, TX 75024

Business: Snack Foods

Rob Schasel, Director, Energy & Utilities

Phone: 972-334-5567 / Fax: 972-334-6818

Email: Robert.D.Schasel@fritolay.com

Frito-Lay leverages its energy effort by partnering with Wheatstone Energy to identify and implement lighting improvements resulting in savings of \$2.2 million.

Project Scope

Wheatstone provided turnkey services in upgrading the lighting systems at 96 distribution centers and 16 snack food production plants across North America.

Project Summary

In addressing lighting retrofits and lighting control strategies, Wheatstone's turnkey services included assessments, design, economic justification, procurement, implementation, and benefit verification.

- **Energy Savings**
\$2.2 million in energy savings
- **Investment**
\$6.8 million investment since 2000
- **Financial Return**
3.1 years payback for energy savings only
- **Other Benefits**
Reduced environmental impact: \$750,000 in maintenance costs reductions, improved lighting quality in facilities

Monitoring & Verifying Energy Savings

Energy savings were verified using ASHRAE methodology to determine pre and post wattage, usage, and cost. A "beta" site was designed and built to verify the energy savings before changes were implemented system-wide.

Distinguishing Value

Wheatstone's professional and comprehensive services enabled Frito-Lay to pursue these energy initiatives and realize energy savings while expending minimal internal effort. By implementing changes throughout their facilities, Frito-Lay was able to attain reductions in capital investment. Frito-Lay is looking to expand Wheatstone's role in their energy management by having them perform similar turnkey services for HVAC.